

Message Text

LIMITED OFFICIAL USE

PAGE 01 JIDDA 02484 060601Z

22

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 TRSE-00 /018 W

----- 070939

P 051458Z APR 76

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC PRIORITY 4273

LIMITED OFFICIAL USE JIDDA 2484

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: AUSTIN ELECTRONICS BID ON SAUDI PRESS AGENCY TENDER

REF (A) STATE 070357, (B) STATE 078949, (C) JIDDA 2257

1. EMBASSY AGAIN CONTACTED A.M. SWAILEM, DIRGEN EN-
GINEERING DEPARTMENT OF MINISTRY OF INFORMATION RE SUBJECT
AND SPECIFICALLY WENT OVER POINTS RAISED IN 070357.

2. SWAILEM CONFIRMED THAT AUSTIN IS SOLE U.S. BIDDER.
HE STATED BIDS WERE STILL UNDER STUDY AND EXPECTED REVIEW
TO LAST TWO WEEKS OR MORE. LETTER FROM O'CONNOR HAS BEEN
RECEIVED BY SWAILEM WHO ALSO DISCUSSED MATTER WITH AUSTIN'S
LOCAL REP. KAKI, ON APRIL 4.

3. SWAILEM HAS NO OBJECTION TO VISIT BY AUSTIN REPS TO
REVIEW MATTER BUT STATES HE CANNOT PERSONALLY REQUEST
THEM TO COME TO SAUDI ARABIA. HE SAID HE'D LET FIRM KNOW
IF VISIT FOR REVIEW OF BID WAS DECIDED BY SAG STUDY COMMITTEE.

4. QUERIED ON AUSTIN'S CHANCES OF WINNING TENDER
SWAILEM STATED THAT WIDE SPREAD IN BIDS BETWEEN AUSTIN'S
SR 28 MILLION AND LOW BID OF ABOUR SR 6 MILLION FROM
BRITISH COMPETITOR WAS SERIOUS OBSTACLE.

5. COMMENT: KEY TO LOW BID IN OUR VIEW IS \$100 MILLION
FOLLOW-ON CONSTRUCTION AND SALES POINTED OUT BY AUSTIN.
IT IS NOT UNUSUAL FOR FOREIGN AND EVEN SOME U.S. FIRMS
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 JIDDA 02484 060601Z

TO GO LOW ON TENDER BIDS THAT HAVE FOLLOW-UP POTENTIAL

FOR EXCEEDING VALUE OF FIRST TENDER. IT IS STILL POSSIBLE FOR AUSTIN TO MODIFY, CLARIFY OR OTHERWISE REVIEW TENDER WITH SWAILEM. WE SUGGEST THEY NOT AWAIT CALL WHICH MAY NEVER COME BUT TO GET TO RIYADH AS SOON AS POSSIBLE IF FOLLOW-UP IS AS IMPORTANT AS THEY STATE. DECISION IS THEIRS TO MAKE AND WE DON'T PRESUME TO TELL THEM THEIR BUSINESS BUT MERE CORRESPONDENCE WILL NOT SETTLE THE MATTER IN THIS CASE. NOT HAVING BEEN CONSULTED EARLIER NOR HAVING ANY PRECISE TECHNICAL KNOWLEDGE OF TENDER WE ARE NOT IN A POSITION TO COMMENT ON AUSTIN CHANCES.
PORTER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976JIDDA02484
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760128-0985
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760497/aaaadfpv.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 70357, 76 STATE 78949, 76 JIDDA 2257
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUN 2004 by ElyME>; APPROVED <04 NOV 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AUSTIN ELECTRONICS BID ON SAUDI PRESS AGENCY TENDER
TAGS: BEXP, SA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006